

South & Central America Electronic Data Interchange Market Size and Forecast (2021 - 2031), Regional Share, Trend, and Growth Opportunity Analysis Report Coverage: By Component (Solution and Services), Type (Direct EDI, EDI via AS2, EDI via VAN, Mobile EDI, Web EDI, EDI Outsourcing, and Others), and Industry (BFSI, Retail & Consumer Goods, Healthcare, IT & Telecommunication, Transportation & Logistics, and Others)

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Abstracts

The South & Central America Electronic Data Interchange (EDI) market is poised for significant growth, with projections indicating that the market size will reach approximately US\$ 2,986.0 million by 2031, up from US\$ 1,619.3 million in 2024. This growth trajectory reflects a compound annual growth rate (CAGR) of 9.2% from 2025 to 2031, driven by the expanding IT, retail, and logistics sectors in key countries such as Brazil, Argentina, and Chile.

The rapid expansion of e-commerce in South America has been a major catalyst for the increasing adoption of EDI solutions. In 2023, Brazil's e-commerce revenue soared to 185.7 billion reais, marking a 9.5% increase from the previous year. The number of online stores in Brazil has nearly doubled since 2019, growing from 350,000 to over 610,000 by 2023. Similarly, Argentina has witnessed a remarkable surge in e-commerce, with sales reportedly increasing by 248% in early 2024, reflecting a broader shift towards digital consumerism. This trend is underscored by e-commerce revenues in Argentina reaching approximately US\$ 9.023 billion (8.5 trillion pesos). Such robust growth in the e-commerce sector is expected to significantly enhance the demand for

EDI solutions across the region.

In addition to the e-commerce boom, the ongoing digitization and automation across various industries are anticipated to further drive the adoption of EDI solutions. EDI offers numerous advantages, including cost reduction, improved business management, prevention of tax fraud, and enhanced monitoring of financial transactions. These benefits are particularly appealing for B2B, B2C, and B2G transactions in South and Central America.

Market Segmentation

The South & Central America EDI market can be segmented by component, type, and industry.

By Component: The market is divided into Solutions and Services, with Solutions holding the largest market share in 2024.

By Type: The market includes Direct EDI, EDI via AS2, EDI via VAN, Mobile EDI, Web EDI, EDI Outsourcing, and others. EDI via VAN is expected to dominate the market in 2024.

By Industry: The market is segmented into Retail and Consumer Goods, BFSI, Healthcare, Automotive, IT and Telecommunication, Transportation and Logistics, Food and Beverages, among others. The Retail and Consumer Goods sector is projected to hold the largest share in 2024.

Market Outlook

The outsourcing of EDI programs is increasingly being managed by third-party providers, which offer cloud-based solutions that facilitate secure document exchanges, such as purchase orders and invoices. This outsourcing approach allows organizations to leverage a wide range of capabilities without the need for substantial investments in hardware and software. Companies are increasingly integrating EDI with their back-office systems, including ERP systems, to meet internal resource demands.

The managed services approach to EDI is gaining traction due to its numerous benefits, including:

Cloud-based managed EDI services that enable businesses to coordinate with trading partners and validate data flows.

Automatic internal updates in response to changes from trading partners.

Support for internal monitoring and optimization of EDI transactions.

24/7 support from trading partners and EDI service experts.

Continuous monitoring to minimize data entry errors.

Implementing EDI outsourcing is more complex than outsourcing in other IT areas, as it aims to reduce infrastructure costs, ensure accurate data exchange, and facilitate quick adaptation to trading partner requirements. The benefits of EDI outsourcing include access to the latest technology, connectivity with external systems, and value-added services that enable global trade. EDI enhances business agility, allowing companies to enter new markets swiftly and improve productivity through better information on performance and supply chain management.

Country Insights

The market is further segmented by country, with Brazil, Argentina, and the Rest of South & Central America being the primary regions. Brazil is expected to maintain the largest market share in 2024, driven by the increasing adoption of automation and innovative technologies across various sectors, including logistics and customer service. The application of automated solutions is helping organizations save time and resources, thereby optimizing costs through EDI technology.

Competitive Landscape

Key players in the EDI market include Amazon Web Services Inc, International Business Machines Corp, Epicor Software Corp, Open Text Corp, Comarch SA, SPS Commerce Inc, TrueCommerce Inc., Cleo, EDICOM, The Descartes Systems Group Inc., Salesforce Inc, Unifiedpost Group, Generix Group, eZCom Software Inc., and Lobster Data GmbH. These companies are actively pursuing strategies such as expansion, product innovation, and mergers and acquisitions to enhance their market presence and offer innovative solutions to their customers.

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